during the last three years is set out below :

(Amount in crores)
(No. of A/cs. in lakhs)

Year ended December	No. of A/cs.	Amount out-standing
1986	168.58	10137.91
1987	188.07	11712.50
1988	203.87 (Provisional)	13501.87

(b) In order to improve the recovery of their dues, banks have been advised to take measures like strengthening of the organisational structure, adopting schematic approach to lending, toning up pre-lending appraisal system, post lending supervision techniques and launching of recovery drives with the help of State Government. Banks have also been advised to create separate 'Recovery Cell' for a cluster of nearby branches for continuous and effective supervision and recovery where overdues exceed 50 per cent of demand and agricultural advances are sizeable. As a last resort, legal action is also taken against wilful defaulters for the recovery of outstanding overdues.

Receipt of Disbursement by Central Government from Denmark

974. SHRI PRITHIBI MAJHI: Will the Minister of FINANCE be pleased to state:

(a) whether India will receive Rs. 80 crores in 1989-90 from Denmark;

(b) whether any agreement has been signed in this regard on 17th March, 1989 in New Delhi; and

(c) if so, what are the salient features thereof?

THE MINISTER OF STATE IN THE DEPARTMENT OF ECONOMIC AFFAIRS IN THE MINISTRY OF FINANCE (SHRI EDUARDO FALEIRO): (a) and (b) While no formal agreement has been concluded between the two governments, the annual disbursement ceiling indicated by Denmark for 1989-90 is IKR 400 million (Rs. 80 crores approximately) at the annual meeting concluded on 17.3.89 at New Delhi.

(c) The aid from Denmark will be in the form of outright grant, half of which is to be utilised for procurement of plants, machineries and other supplies from Denmark and the balance for implementation of poverty alleviation projects.

Exports to European and African Countries

975. SHRI PRITHIBI MAJHI: Will the Minister of COMMERCE be pleased to state:

(a) whether Government have recently formulated any plan to augment exports to European and African countries;

(b) if so, what are the broad features thereof; and

(c) the extent to which the plan has enhanced exports to the African countries ?

THE MINISTER OF STATE IN THE MINISTRY OF COMMERCE (SHRI P. R. DAS MUNSHI) : (a) to (c) With a view to boost exports the Government

of India have announced a package of measures in the last few years. These measures apply equally to all countries in Europe and Africa. *Inter-alia* these measures include undertaking specific commodity oriented market studies; promotional programmes such as participation in fairs, Buyer-Seller Meets and in distribution of publicity material and exchange of delegations with major European and African countries. The conclusion of annual trade plans is a regular feature of India's export strategy with East European Countries. Since some of the African countries are facing foreign exchange difficulties measures such as special trading arrangements and finding ways and means, speedy liquidation of blocked amounts have been taken to promote exports.

Seizure of Contraband Goods along Indo-Nepal Border

976. SHRI PRITHIBI MAJHI : Will the Minister of FINANCE be pleased to state :

(a) whether contraband goods valued at Rs. 85 lakhs were seized in a drive along the 1700 Kms. Indo-Nepal border by the Collectorate of Customs in March, 1989; and

(b) if so, what are the details thereof and the number of persons arrested in this connection ?

THE MINISTER OF STATE IN THE DEPARTMENT OF REVENUE IN THE MINISTRY OF FINANCE (SHRI AJIT PANJA) : (a) and (b) During the period from 12th March, 1989 to 14th March, 1989, a special anti-smuggling drive was undertaken by the Indo-Nepal border Customs (Preventive) Collectorate which resulted in the seizure of contraband goods valued at Rs. 84.86 lakhs in 193 cases. Four persons were arrested.

Bank Loans to Small Scale Industries

977. SHRI K. V. THANGKABALU : Will the Minister of FINANCE be pleased to state:

(a) whether the banks give loans to small scale industries for manufacturing related investment;

(b) whether banks are reluctant to finance marketing related activities of *these units;*

(c) whether Government have received any proposal regarding assistance by banks to small scale units for advertisement and investment in marketing offices etc., and

(d) if so, the details thereof and the reaction of Government thereto ?

THE MINISTER OF STATE IN THE DEPARTMENT OF ECONOMIC AFFAIRS IN THE MINISTRY OF FINANCE (SHRI EDUARDO FALEIRO) : (a) Reserve Bank of India has reported that banks do extend credit to small scale industrial undertaking involved in manufacturing, processing and preservation of goods. However, bank loans are not given for financial investments *i.e.* purchase of shares etc. by small scale industrial units.

(b) to (d) Reserve Bank of India has advised that marketing is not at present included in the existing norms and does not form part of working capital calculations. A Task Force appointed under the Chairmanship of Shri S. S. Nadkarni, Chairman, Industrial Development Bank of India (IDBI) had felt that in the norms of financing followed by banks and financial insitutions, provision for financing initial of new products might be considered although it was not possible to lay down any norms for such financing without regard to the nature of product and the type of activity, Reserve Bank of India has reported that it has not yet taken a final view in this matter.